

Message Text

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PAGE 01 ROME 14637 091620Z

ACTION EUR-12

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FM AMEMBASSY ROME

TO USDOC WASHDC

SECSTATE WASHDC 7050

INFO AMEMBASSY DOHA

UNCLAS ROME 14637

USDOC FOR MEPD

E.O. 11652: N/A

TAGS: BENC IT

SUBJ: ITALIAN CONSTRUCTION FIRM SEEKS U.S.PARKER FOR A LARGE

CONSTRUCTION PROJECT IN QATAR

1. THE ITALIAN CONTRACTOR AND CONSTRUCTION COMPANY INTERNATIONAL UNITED ENTERPRISES (IUE), VIA GHIGLIANOVICH, 18-ROME, HAS REQUESTED THE EMBASSY'S ASSISTANCE TO ESTABLISH CONTACTS WITH U.S.CONSTRUCTION FIRMS INTERESTED IN EXPANDING ABROAD.

2. IUE SEEKS U.S.PARTNERS FOR PARTICIPATING IN A TENDER ISSUED BY THE MINISTRY OF PUBLIC WORKS OF THE STATE OF QATAR FOR THE CONSTRUCTION

OF 2,000 HOUSES AND RELATED INFRASTRUCTURES AT DOHA. REPORTEDLY THE INITIAL TENDER CLOSING DATE WAS EXTENDED FROM APRIL TO NOVEMBER 1977. IUE, JOINTLY ITH A FIRM ESTABLISHED IN QATAR BY CITIZENS OF THAT COUNTRY, IS ALREADY IN POSSESSION OF THE TENDER PREQUALIFICATION CERTIFICATE ISSUED BY THE MINISTRY OF PUBLIC WORKS OF THE STATE OF QATAR.

3. IUE IS A CONSORTIUM OF FOUR MEDIUM-SIZE RELIABLE ITALIAN PRIVATE CONSTRUCTION FIRMS WHICH HAVE LONG BEEN ENGAGED IN IMPORTANT CONSTRUCTION PROJECTS THROUGHOUT ITALY
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AND IN THE MIDDLE EAST. THE GROUUP HS EXPERIENCE IN THE CONSTRUCTION OF BRIDGES, ACQUEDUCTS, HIGHWAYS, HYDRAULIC PLANTS, RESIDENTIAL AND OFFICE BUILDINGS., THE GROUP' S FINANCIAL RESOURCES, EXPERIENCE AND TECHNICAL FACILITIES ARE CONSIDERABLE BUT NOT ADEQUATE FOR THE MAGNITUDE OF WATAR PROJECT, MR.MARCO SAVINA-DIRECTOR OF PUBLIC RELATIONS OF IUE STATED.

4. U.S.TECHNOLOGY AND FINANCIAL SUPPORT IS ESSENTIAL TO IUE
BUT WOULD BE BENEFICIAL SUPPORT IS ESSNETIAL TO BOTH PARTIES
AS IUE APPEARS TO HAVE GOOD CONTACTS AND SUCCESS IN SEVERAL
AFRICAN AND MIDDLE EAST COUNTRIES. THE GROUP IN FACT AIMS
TO FIND AN IMPORTANT U.S.PARTNER FOR ALL ITS FUTURE ACTIVITIES
ABROAD.

U.S.FIRMS INTERESTED ARE INVITED TO CONTACT MR.MARCO SAVINA,
IUE, DIRECTOR PUBLIC RELATIONS, VIA GHIGLIANOVICH, 18 ROME-
TELEPHONE 06/5010659. TELEX 63536 CHIMENSE.GARDNER

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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